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..ASBESTOS..

A MONTHLY MARKET JOURNAL DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER, *EDITOR*

PUBLISHED BY SECRETARIAL SERVICE

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PHILADELPHIA, PENNSYLVANIA

C. J. STOVER, *OWNER*

Entered As Second Class Matter November 23, 1923, at the Post Office at Philadelphia, Pennsylvania, Under Act of March 3, 1879

Volume XVII | OCTOBER 1935 | Number 4

CONTENTS

	Page
European Business Conditions	2
Simplified Practice Recommendation on Composition Blackboard	4
The History of the Asbestos Manufacturing Industry— The Beginning in the U. S. A.	6
Market Conditions	16
A New Method of Separating Asbestos	22
Contractors and Distributors Page— Cold Weather Boosts Volume	24
Loans up to $50,000	24
Building	24
Wage Rates	26
A New Type of Brake Lining by Thermoid	26
Little Lessons in Selling—Fast Thinking Makes Sales	27
Thermoid Introduces Two Brake Service Equipment Machines	28
Production Statistics	30
Exports of Asbestos from the U. S. S. R.	31
Imports and Exports	32
Asbestos Stock Quotations	34
News of the Industry	35
Patents	37
Automobile Production	39
Production and Exports of Soviet Union	39
This and That	40

SUBSCRIPTION PRICE

U. S. AND MEXICO	$2.00 PER YEAR
FOREIGN COUNTRIES (INCLUDING CANADA)	3.00 " "
SINGLE COPIES	.25 EACH

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European Business Conditions

As Seen By

HERBERT ABRAHAM, *President*, Ruberoid Company

EDITOR'S NOTE: To Mr. Herbert Abraham, for this most interesting article concerning European conditions we say "Thank you."

Reader interest in "ASBESTOS" would be increased many fold if more of the leaders of the Industry could be made to realize how avidly their own men would read and attempt to profit from articles written by said leaders.

You leaders are, of course, all busy. But, you get what you give, so why not aim to *get* a lot from "ASBESTOS" by *giving* some little of your time and self?

The following constitute in brief the observations I made during my visits to France, Belgium, Holland and England, both in respect to conditions generally and also in connection with the asbestos-cement industry in particular.

I found all of the countries I visited in a "jittery" state of nerves due to the imminence of the Italian-Ethiopian conflict. Reports indicated that in the case of France and England many rush orders were being placed for armaments and supplies, with the result that the industry catering to this line of activity was operating at full speed. Feeling seemed to be running rather high in regard to Mussolini's attitude and the big question was whether or not the League would take an affirmative stand in the matter. It was conceded that this was the one big crucial test which would determine once and for all whether or not the League was worth the time and effort expended on it. Unless some solution can be found satisfactory to Italy, it is quite apparent that England is grimly determined to impose "sanctions" on Italy, regardless of whether or not such a plan is followed by other League members.

I found economic conditions rather chaotic. France and Holland still being on the gold standard, appear to be suffering from a gradual strangulation due to the fact that adjacent countries on the depreciated basis of currency are unable to purchase the comparatively high priced products of these countries still on the gold standard. As a

result the exports of France and Holland have about dried up, whereas imports showed a startling increase. In consequence, both of these countries were compelled to establish quotas so as to limit excessive importations.

The devaluation of the Belga in May was followed by a large increase in volume of production in Belgium. It was generally believed at that time that this devaluation would in turn be followed by others, with the result that there was a scramble to convert currency into merchandise. However, the fears of the populace rapidly calmed down upon the realization that there would be no further devaluation. The pendulum thereupon swung in the other direction and business fell to a low level during my visit in August.

I was very favorably impressed with conditions as I found them in England. That country seems to be slowly but surely working its way out of the depression. The building industry had a substantial revival and unemployment figures were gradually being reduced. The populace seemed to be quite "budget conscious" and were straining every effort to see that the public expenditures did not exceed the governmental income. I found quite a contrast between England and the United States in this particular, which I ascribe largely to the fact that income taxes apply to much lower brackets than in the United States. Nearly everyone pays a tax, even on very small incomes. This is a very healthy condition and something which I think we should strive for in the United States where contrarywise few seem to be interested in applying the brakes to public expenditures or to balancing our budget. I sincerely hope that the Administration will see its way clear to broaden the base of income tax payments and thereby inculcate a public consciousness and a sense of responsibility in respect to governmental and municipal expenditures.

The state of the asbestos-cement industry followed generally the economic conditions of the countries as stated above. The one thing that impressed me was the large development in the different types of products in the asbestos-cement field and the rapid inroads it was making on all different types of building products. I saw a number of so-called "tailormade" articles, including

chimney pots, ventilating ducts, flower pots, tiles of various colors and forms, reinforcing members for concrete construction, gutters, downspouts, drainpipes for plumbing, including elbows, T's, etc., and one hundred and one other articles of similar nature which we would classify as "gadgets."

I was also interested in a new type of shingle which Turner & Newall Limited have recently introduced in England in an experimental way, under the name of "New-Tone." This is finished with a semi-glazed surface coloration and its appearance is most attractive since the color is applied in several blends. The big question to be determined, however, is how long the coloration will successfully stand the weather.

Based on my observations abroad, I should like to conclude by suggesting that the American industry would do well to bend its efforts into keeping its products standardized and prevent their running wild into a multiplicity of lines, colors, shapes, sizes, etc., with a corresponding sacrifice in manufacturing efficiency.

Simplified Practice Recommendation on Composition Blackboard Reaffirmed

The Division of Simplified Practice of the National Bureau of Standards has announced that Simplified Practice Recommendation R75-29, Composition Blackboard, has been reaffirmed, without change, by the standing committee of the industry.

This simplification program, which is concerned with the color, length and width of cement asbestos backing, wood-pulp backing, and gypsum core backing, was originally effective April 1, 1928. The program was revised January 24, 1929, and has continued in effect since that time without change.

Copies of the recommendation may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., at five cents each.

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The History of the Asbestos Manufacturing Industry

2. The Beginning in the U. S. A.

Just when the first asbestos product was made in the United States is debatable. The earliest reference found is one concerning asbestos paint made by Chalmers-Spence Company (now Johns-Manville) in 1860.

Summers[1] says "Asbestos was first used in the United States in the year 1868" in connection with the manufacture of roofing felt and cement.

The history of the asbestos manufacturing industry is rather hard to record because there are so many distinct materials, made in many cases by separate and distinct firms, and having practically no relation to one another. Asbestos Textiles, for instance, have very little if any connection with asbestos paper and millboard, nor with insulation or Asbestos Cement Products.

Therefore this history must be split into several sections, each section dealing with the history of a certain group of asbestos products—textiles, paper and millboard, insulation, asbestos cement products.[2]

Asbestos Textiles

The earliest date we can find for the manufacture of asbestos textiles in the United States is from 1895 to 1900. Asbestos fibre is spun into yarn and the yarn woven into cloth in a manner very similar to the spinning and weaving of cotton, wool, etc. Because of the very smooth character of the asbestos fibres, however, it is much easier to spin when a small amount of cotton fibre is added.

The textile end of the industry has developed into large proportions because its two most distinctive uses serve two large industries. We refer to brake lining and clutch facings, without which the automotive industry

1. Asbestos and the Asbestos Industry, by A. Leonard Summers, published by Sir Isaac Pitman & Sons, Ltd., London, Bath, Melbourne, New York.
2. From this point on most of the information given refers to the Asbestos Industry in the United States, principally because it does not seem possible to obtain similar information concerning the European Industry. If any of our European subscribers will supply data relating to the history of asbestos manufacturing in Europe, we will be most glad to publish it.

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The Latest style in Asbestos Cloth Suits

would be very greatly handicapped, and to steam packings, of importance to the industrial and steam pressure world.

Besides these two major divisions of the asbestos textile field, textiles are useful in the electrical field, in the form of yarn and tape; Asbestos Textile Specialties, such as theatre curtains, clothing, blankets, etc., are finding an increasing market, especially in fire fighting activities. Oil burning wick is one of the most recent important additions to the asbestos textile field and the use and production of this material is increasing rapidly.

The figures given by the U. S. Bureau of Census for 1929 will give some idea of the size of the Asbestos Textile Industry in the U. S. A., 15,379,022 pounds of yarn were made in the United States in 1929; 6,660,974 pounds of asbestos cloth; 2,197,831 pounds of tape, listings and tubular lag-

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SOLE DISTRIBUTORS IN U. S. A. FOR FERODO BRAKE LININGS

ging; 1,676,301 pounds of cloth sheet packing besides packings in which other materials were combined with the asbestos, gaskets to the value of $1,317,208 and other asbestos textiles (exclusive of brake linings) to the value of $1,085,673.

The three chief features of asbestos are its resistance to fire, its durability, and the fact that it is practically the only known mineral binder. A fourth, which, however, is existent only in certain varieties of asbestos, is acid resistance. We might even add a fifth, that of low conductivity of electricity, which is also characteristic only of certain types of asbestos.

Of these qualities we must put fire resistance first. Many of the products using asbestos today started their careers with the use of inflammable materials and it was only after those materials failed because of the fire menace that asbestos was used.

Asbestos Brake Lining

Asbestos Brake Lining is probably the outstanding and most interesting instance of such substitution. The first automobiles which ran over very rough roads, could not go very fast, both because they did not have sufficient power and because deep ruts, large stones and unevenness of the highways made even moderate speed uncomfortable. At that early day speed was no factor — ten miles an hour was quite a fast pace. Therefore the lining of brakes did not need to resist so much heat as is the case when a heavy car today comes to an abrupt halt after a speed of 40, 50 or even 60 miles an hour. At the ten mile or less an hour pace, leather, camel's hair or cotton belting were sufficient to make a smooth and even hurried stop for the light weight cars then manufactured. In fact in those early days the driver could stop the car by simply placing his foot on the front wheel or, as was frequently the case, the cars stopped of their own accord. In the early nineties when Haynes and Selden were experimenting with self propelled gasoline vehicles, the matter of brakes was of minor importance, so much so that it is said Mr. Haynes neglected to put any brakes at all on his original automobile.

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South African Yellow Crude

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With the advent of four, six and eight cylinder cars and the resulting increase in horse power and weight, a new kind of brake lining was needed. It is quite possible that the automotive engineer in the early days of motoring (if motoring it could be called) did not realize that the main problem of the brake lining was resistance to heat. But when this idea did dawn on the engineer, or perhaps we should say when the brakes generated excessive heat in stopping the car suddenly while at high speed, he began to look around for a material which would not char at every application of the brakes.

European brakes at that time used metals, chiefly alloys, but these were very noisy as well as expensive, and since the motorist now demanded quiet brakes and must have heat resistance as well, what better material ready for the purpose than asbestos. Accordingly the engineer had one of the asbestos weaving companies make a tape of proper width to fit the brake drum and found that it resisted heat admirably. The earliest date at which asbestos fabric was used for brake lining was in 1896 by Herbert Frood, in England, inventor of Ferodo Brake Lining.

In 1905 a canvas belting saturated with Colemanite Paint was made by the Royal Equipment Company (now Raybestos) of Bridgeport, Conn., this being used on the Locomobile, Knox and Peerless cars. This canvas belting replaced camel's hair, previously used, and it worked well when not too severely used. Its only fault was that it could be destroyed by heat developed by application of the brakes, and attempts were therefore made to incorporate fireproofing materials in the cotton fabric, but none of these chemicals would prevent the charring which appeared. 1906 seems to be the earliest date that asbestos was used for the lining of automobile brakes in the United States.

The asbestos tape, despite its splendid resistance to heat, wore down very quickly. The next problem therefore was to find a treatment which would make the asbestos fibres cohere, and the asbestos tape was therefore treated with a binder. We believe the first binder used

was linseed oil and some pigments in which rubber was the chief ingredient. Improvement in the treatment of these tapes has been carried on from that day until at the present time there are a variety of treatments used, the high grade woven linings of today resisting a surprisingly large amount of wear.

About this time also, probably in 1907, a man by the name of W. A. Bonner invented a brake lining made of asbestos cloth, folded to the desired width and thickness, stitched and impregnated. The first of this folded and stitched lining was made after the manner of belting, the asbestos cloth being first coated with several coats of ordinary belt makers cement. It was then cut and folded to thickness of lining required, run thru a belt calender, stitched on the belt sewing machines and vulcanized in a belt press. It is said that the first sample of this brake lining submitted to an automobile company was given a comparative test with leather. The asbestos lining was attached to the brake on one side of a 4,000 pound car, the old leather brake lining being left on the other side. The rear wheels were jacked up for a standing test, the motor started and the brakes applied with pressure sufficient to slow down the motor. This was repeated until the metal brake bands and brake drums were red hot. The linings were then removed and carefully inspected, the brake lining of leather being found burned to charcoal while the one of asbestos showed no effect from the action of the heat and was kept in service, another lining of the same materal being used to equip the opposite brake. This is said to be the first test of asbestos as a lining for automobile brakes and was made in July 1907.

From that time until about 1924 woven lining (treated asbestos tape and the folded and stitched type) appeared to entirely fill the requirements. Previous to 1924, however, a material known as molded lining was perfected for use on cranes and other heavy industrial machinery and experiments were carried on from 1918 with similar material for use on passenger cars, but not much progress made, probably because there was really no need at that time for such a lining. Then, in 1924, or thereabouts, the four wheel internal brakes made their

appearance, and it was soon demonstrated that the molded lining was more suitable for use on internal brakes than was the woven. This naturally gave a great impetus to molded lining, so much so that its use grew by leaps and bounds until half the production of brake lining was some form of molded.

Later several different types of brake lining were developed, among them what is known as molded woven, which has the woven tape for its base but otherwise has many of the characteristics of molded. One manufacturer advertises six distinct types of lining—standard woven, heavy duty woven, folded and compressed, molded in sets and coils, die-formed, brake blocks.

Constant experimentation is being carried on by the brake lining manufacturers to perfect a brake lining which will better serve the motoring public. The task would be easier if automobile brake design did not change so frequently. But the automotive industry realizes the need for better brakes as the speed of the public increases and brake linings will have to be improved accordingly. Free wheeling was the last development, which influenced to some extent the brake lining situation; there is no knowing what the next development in brake design will be.

The 1929 Census figures for the production of Brake Lining give a total of 108,738,247 feet of woven brake lining produced in the United States in that year, while 38,093,113 clutch facings (also of woven material) were produced.

Note: We had expected to include with this, the second article of the series on The History of the Asbestos Manufacturing Industry, a chapter on Asbestos Packings, but found that space did not permit its inclusion this month.

The Asbestos Packing information, therefore will be held over until later and will probably be included with some information we have gathered on Paper and Millboard.

In the meantime information on the history or any recent developments in connection with the manufacture and use of these materials will be very welcome.

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MARKET CONDITIONS

General Business.

The report of the National City Letter for October on general business is most interesting. Here is just a paragraph which sums up the situation:

"The events of the past month present a striking contrast between the natural progress toward normal business conditions and prosperity, on the one hand, and, on the other, the interference with this progress which arises from conflicting aspirations, rivalry and distrust, all destroying the ability of the nations and of groups within nations to work together in the common cause. The best evidence of progress is in this country, in the continued good business reports and the signs of improvement in price relationships and other economic conditions and in sentiment. The chief anxieties, on the other hand, have related to European affairs." Also:

"In view of the character of the business reports, the emphasis in this country plainly belongs on the progress that is being made despite the handicaps. No abatement of confidence as to the outlook for the next few months is apparent. Trade news during September has been up to expectations, particularly in retail business and the general merchandise lines."

"The railroads are moving more traffic than at any time in four years.

"Some irregularities in the course of industrial production are to be noted, but for the most part they are attributable to the curtailment in the automobile industry, which of course is temporary and due to the changeover to new models. The check to the rise in steel mill operations, at slightly below 50 per cent of capacity, is partly due to this cause, and partly to the advance of the season, since the "fall rise" came this year in mid-Summer.

"The most favorable factors of the month, in their effect upon sentiment, have been the further advance in prices of farm products and other raw materials, and the

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continued strong showing made by the machinery business."

Asbestos. Raw Material.

Splendid specimens of Chrysotile asbestos produced in Venezuela have recently come into the market. Some very good Chrysotile No. 1 and 2 Crude arrived recently from a newly discovered deposit in Mexico. Both deposits are said to be near rail transportation.

With Russia shipping large quantities of asbestos to all parts of the world, and South Africa producing a substantially greater tonnage this year over last year, even with the rapid increase in production of asbestos in Cyprus, the market is very firm, especially on long grades.

All of this shows a decided recovery in the Asbestos Industry.

What effect will the war news have on the raw asbestos market? Will some of our readers write us their answer to that question?

Asbestos. Manufactured Goods.

Textiles. Demand is brisk, prices steady. Automobile production and use is largely responsible. Change of date for Automobile Show should help still more.

Brake Lining. The seasonal drop in demand for brake linings has been less than normal and the market continues strong. The inception of compulsory inspection of motor vehicles in Connecticut brought a stronger demand from that territory for better quality materials. Two manufacturers are reported to have increased prices.

Insulation. High Pressure. Demand continues light. Improvement in this line usually follows general business improvement by about six months. Hence better call can be expected about January first.

Insulation. Low Pressure. Sudden cold snaps are responsible for increased volume in this line. While the increase is really due to the season, it has been running ahead of the seasonal increase last year and is causing a general feeling of satisfaction. Prices, however, in spots are showing a lower tendency.

Paper and Millboard. This line generally follows to a

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large extent the Low Pressure Insulation market, but prices at present are somewhat firmer than in the insulation line.

Asbestos-Cement Products. Manufacturers report that demand for asbestos shingles, particularly for sidings, continues at a very satisfactory rate. The market is steady and prospects are that the industry will enjoy the best fall business it has had in quite a number of years.

The demand for industrial products such as flat and corrugated sheets, as well as for floor board, is also very satisfactory.

Market Conditions in England.

The market conditions in England show an improving tendency. This is confirmed by the general trade statistics recently published in this country, showing that most of the heavy industries, such as Engineering, Shipbuilding, Iron and Steel Trades and building construction, are definitely on the upgrade. In all these asbestos, in some form, finds an outlet and the Asbestos Industry consequently shares in their progress.

Inquiries for insulation jobs in England are numerous and important, both for land work and on the marine side and in other general directions the demand is definitely more promising.

The Motor Industry also continues to expand, including the export of motor vehicles. This naturally entails a larger demand for Brake Linings in the Dominions, as well as in the home country. Export markets generally for manufactured goods continue dull owing to the restrictions on trade and finance, altho the market for raw materials is somewhat brighter, particularly in Germany, by virtue of the recently concluded German-South African Agreement, which has resulted in the stimulation of reciprocal trading between those countries.

The International situation, however, is the one big black cloud on the horizon and at the moment of writing (Sept. 20), it looks as tho the storm must burst.

The above comments are made by men closely in touch with the various markets for asbestos products. Opinions and comments from readers are welcome at all times.

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A New Method of Separating Asbestos

Applications for patents on what is believed to be a new method of separating asbestos, have been made by Minor Blythe, 44 Bradbury Building, 304 S. Broadway, Los Angeles, Calif.

Mr. Blythe has very kindly given "ASBESTOS" a description of this method, and would be interested in having the comments of asbestos engineers, or other interested persons, especially as to its workability on various types of asbestos.

The following description is necessarily a brief outline of the claims filed with the patent office, and those interested are urged to write Mr. Blythe direct if more detailed information is desired.

The general principle of the applications, two of which are for patents on apparatus and the other on the process, is as follows: First it must be remembered that in matted asbestos, the fibres and fibrous elements of asbestos are very compactly matted together, and sealed at the ends with a foreign substance, and in some poorer grades of asbestos this foreign substance, which is generally referred to as rock, is imbedded in the matted asbestos rock as it is mined. When the matted asbestos is freed from this rock, it leaves the fibres to be separated. The old theory is that of crushing, pounding or hammering the matted asbestos rock in some form or other. Consideration was never given to the fact that if there is a compact mass of fibre, the same will not bend but only break if pressure is applied in any manner for the purpose of causing the fibres to separate.

This can be illustrated in several ways. Take a steel rope, about 6 or 8 inches in length, fasten both ends securely so that none of the threads in the rope can be drawn, and then bend your steel rope. You will find that the steel threads will break. Or take a small-sized hemp rope and dip it in water and freeze it to a temperature of 10 or 12 degrees below zero, and strike the hemp rope with a hammer. It will also break.

When the same principle is applied to asbestos fibre one can readily see the natural results. Therefore in order not to destroy the fibres it is necessary to remove the rock from the fibres and this may be accomplished by an abrasive or several other methods. After the rock has been removed, take a cylinder-shaped wire brush or any other material of sufficient density to hold the fibres, and cause the same to be rotated over the matted asbestos fibre, and the fibres can readily be removed because they are not bound by the attached rock.

Mr. Blythe estimates the cost per ton of handling the asbestos by his process, after it has reached the mill, will be about $20, and claims that under his automatic method of handling the quantity that can be produced is practically unlimited, as all the rock is done away with before any attempt is made to reduce the matted asbestos to fibre.

"ASBESTOS" would be interested to have comments on the practical possibilities of this process from those whose knowledge of separation methods is sufficient to judge of the worth of Mr. Blythe's claims.

The American Society for Testing Materials has just issued its 1935 edition of A. S. T. M. Standards on Electrical Insulating Materials, this covering various revised standards, and specifications, and tests on various electrical insulating materials.

So far as asbestos is concerned, it contains tentative specifications and methods of test for Asbestos Yarns No. D299-34T (these when adopted as standard to supersede the present Standard Specification for Asbestos Yarns No. D299-33; Standard Specifications and Methods of Test for Asbestos Tapes for Electrical Purposes No. D315-33 which were adopted in 1933; and Tentative Specifications and Methods of Test for Asbestos Roving for Electrical Purposes No. D375-34T, no standard specification having as yet been adopted on this material.

Copies of the book may be obtained from A. S. T. M. Headquarters, 260 S. Broad St., Philadelphia, at $1.75 per copy.

CONTRACTORS AND DISTRIBUTORS PAGE

COLD WEATHER BOOSTS VOLUME

We are told that the unusually cold weather for the time of year in various parts of the country has increased the volume of business in low pressure coverings to a noticeable extent.

This, of course, is due to everyone being in a hurry to start their heaters. When the heating plants are gone over it is often found that insulation would help reduce coal bills or help keep the house warmer. The heater man, if he is really capable, will recommend insulation. Quite a lot of business develops from small orders of this kind.

LOANS UP TO $50,000

"Loans up to $50,000" the latest publication of the Federal Housing Administration, discusses the Modernization Credit Plan for industrial buildings, hospitals, colleges, schools, in fact all kinds of *business* buildings.

It tells why such buildings should be modernized, how modernization will develop more business, asks and answers questions as to the plan and how it is worked, and gives other valuable information of this kind.

Anyone can obtain a copy of this 24-page booklet by addressing Robert H. Smith, Assistant to the Administrator, Federal Housing Administrator, Washington, D. C., and asking for F. H. A.—180.

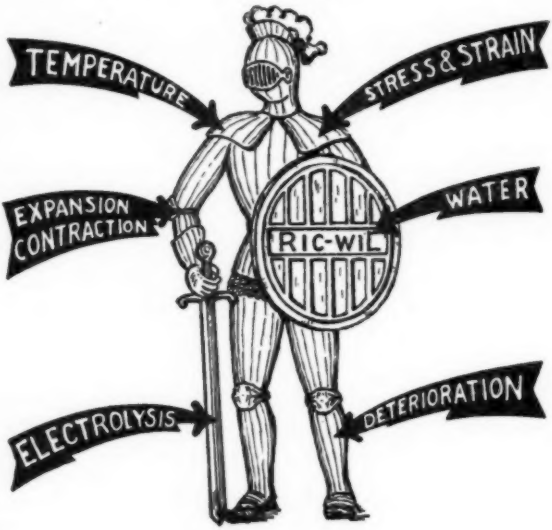
BUILDING

Construction in August reached a new high level for 1935. The contract total exceeded in addition, the totals reported for each month since October, 1931 with the exception of December, 1933, January and March of 1934. Records made public by F. W. Dodge Corporation indicate an August contract total for all types of construction in the 37 eastern states amounting to $168,557,200. During July the volume reported totaled $159,257,500 while in August 1934 only $119,591,800 in contracts were reported.

August construction records showed residential building contracts of $40,528,300, non-residential building awards of $58,488,500 and contracts for heavy engineering projects in the amount of $69,540,400. For residential building the total was about 16 per cent smaller than was reported for July but a gain in excess of 100 per cent was registered when compared with the total of only $18,634,000 for August, 1934. For the first eight months of 1935 residential contracts awarded in the 37 eastern states totaled $297,096,700 as compared with only $170,226,500 for the corresponding period of last year.

Non-residential building contracts as well as awards for heavy engineering projects during August exceeded the levels reported for either the previous month or August 1934.

ASBESTOS



Protect Steam Lines!

Underground steam lines are constantly attacked by water, temperature, rot, surface traffic and sub-soil pressures. Protect the steam lines on your jobs with the safe and sure system, Ric-wiL Conduit. Minimum trenching, fool-proof assembly, simple installation method, combination foundation and drain, pipe supports that snap in place, conduit easily cemented. Ric-wiL Waterproof Asbestos Dry-paC Insulation is recommended but any pipe covering or insulation you prefer is adaptable to Ric-wiL installation.

Write for Bulletin 3503

The Ric-wiL Company
1562 Union Trust Building
Cleveland, Ohio
New York San Francisco Chicago
Agents in principal cities

REG. U. S. PAT. OFF.
RIC-WIL
CONDUIT SYSTEMS FOR UNDERGROUND STEAM PIPES

WAGE RATES

Report from the F. W. Dodge Corporation (compiled from information furnished them by the National Association of Builders Exchanges) dated July 15th, shows the following changes in wage rates of Asbestos Workers since the May 15th report was issued:

	Present Rate	Former Rate
Baltimore	$1.10	$1.00
Milwaukee	1.10	1.00
Oklahoma City	.87½	1.00

We urge readers to send us information as to change of rates when such changes are made.

A New Type Brake Lining By Thermoid

The perfection of a new type of brake lining, called Thermoid BX Woven, for use on heavy industrial machinery and equipment, is announced by the Thermoid Rubber Company, Trenton, N. J. This brake lining has as its base asbestos tape that is woven in a single thickness and therefore, has no plies to separate under severe service conditions. The tape is woven of heavy yarn containing brass wire and is impregnated with a highly heat-resistant Bakelite resin. The resultant product is a dense, flexible material consisting of 70% asbestos and 30% resin. It is ground on the wearing surface, ready for application.

Thermoid BX Woven Brake Lining has a very high coefficient of friction under all conditions of service; gives quick deceleration and "high holding." It will stand heats above 900 degs. F. without deteriorating; neither is there any deterioration nor material decrease in efficiency in the presence of oil, grease or water.

Recommendations for usage of Thermoid BX Woven Brake Lining are dictated by service conditions rather than by types of machinery or equipment. In general, it is recommended for services that involve fast deceleration and moderately high heat factors. Such conditions are encountered on tractors, hoists, shovels and cranes.

Little Lessons In Selling

FAST-THINKING MAKES SALES

By John T. Bartlett

There is a batting fault which baseball rookies often have in which salesmen can find a valuable lesson. The rookie's performance is very puzzling. Occasionally, he amazes the onlooker by hitting the ball with terrific force "right on the nose." Other times, he spectacularly and ignominiously strikes out. The discerning coach diagnoses the difficulty. The rookie is impatient. He can't wait until the ball is near the plate before "sizing it up," and deciding his procedure, but insists on judging the ball shortly after it leaves the pitcher. If his guess is right, the result is splendid; but, as every baseball fan knows, you can't size up the ball, consistently, when it still has twenty or twenty-five feet to go.

The salesman who attempts to determine his canvass of a prospect before he has met the man, or who is mainly guided by a prospect's first reactions, often goes wrong.

In selling, there is the same premium on fast thinking that there is in baseball batting. The ball which an instant before has looked like a pitch which would pass outside the plate suddenly starts a curve in. And the fast-thinking batter—or salesman—is ready for it.

Fast-thinking in selling is developed by carefully analyzing experience. Cultivate this habit, after both good and poor interviews, of brutually judging your technique.

In what respect did you err? How could you have bettered your performance?

Ruthlessly grade yourself. Out of the practice will come greater skill in future. A situation you handled poorly in the past will recur—but, this time, you will expertly deal with it.

Many are the sales contacts which are won because the salesman can think several times as fast as the buyer.

Good exercise—playing chess, or checkers, *fast*. The same rule applies to your opponent. Both of you play chess well in half the time you formerly thought you needed for your moves.

Thermoid Introduces Two Brake Service Equipment Machines

A new device for checking brakes, called the Tru-check Brake Tester, is being introduced by the Thermoid Rubber Company of Trenton, N. J. It is efficient, reasonably priced and, according to Thermoid's engineers, surpasses in accuracy present brake testing devices. It was developed in France and Thermoid has acquired the full American and Canadian rights for its manufacture and sale. Patents are pending.

The Tru-check Brake Tester

Photo by courtesy of Thermoid Rubber Co.

The Tru-check tester will reveal faulty adjustment of brakes, detect faulty brake linings, measure brake action accurately, insure equalizing each pair of brakes, and obtain proper distribution of braking action between front and rear wheels. It tests dynamic friction, or friction in motion, under full brake application. The practicability of the machine has been conclusively proved in France and England, where the machine is now in successful use.

This brake tester is small, compact and sturdily built; it weighs only 40 pounds, is mounted on hard rubber

wheels and equipped with a chromium plated handle so that it can be either rolled or carried around easily. The dealer's price we believe is $75.

The second machine is a motor driven brake relining machine that will handle virtually every sort of relining jib. It is of sturdy construction and built to handle large shoes as well as small.

The drilling and countersinking equipment is attached right on the riveter, making a one-piece unit that requires no bench room. It comes with a complete set of tools, including a rivet knockout, rivet anvil, knockout die, rivet roll set and a combination drill and countersink made of high speed steel that will hold a cutting edge. The tool holder is specially designed to permit riveting in close quarters.

Executives of the Thermoid Rubber Company state that sales of the machine are very satisfactory, tho the machine has been on the market only a short while.

The Brake Relining Machine recently placed on the market by Thermoid.

Photo by courtesy of Thermoid

The electrical industry has advanced so rapidly and has grown to its present huge proportions because engineers have steadily forced development by continually making changes in the direction of improvement. Types come and go not because they are defective in themselves but because they do not meet changes in conditions. So it is in the Asbestos Industry. The largest departments in the Industry are those called upon to meet changing conditions.

He who sows courtesy reaps friendship.

Africa (Rhodesia)

(Statistics published by Rhodesia Chamber of Mines)

	July 1935 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co., Ltd.)	343.80	£5,457	...	..
Shabanie (Rho. & Gen. Asb. Corp., Ltd.)	2,857.03	41,664	18	9
Victoria District				
D.S.O. (Mashaba Rho. Asb. Co. Ltd.)	37.00	462	10	..
King & Gath's (Rho. & Gen. Asb. Corp. Ltd.)	615.00	7,731	1	3
	3,852.83	£55,315	10	..
Production in Rhodesia July, 1934	*2,993.94*	*£37,423*	*15*	..

Africa (Union of South)

(Statistics published by Dept. of Mines for Union of S. A.)

	July 1934 Tons (2000 lbs.)	Value	July 1935 Tons (2000 lbs.)	Value
Transvaal				
Amosite	427.20	£4,295	365.30	£3,682
Chrysotile	970.00	11,066	1,165.85	10,525
Cape				
Blue	199.60	3,681	210.48	3,689
	1,596.80	£19,042	1,741.63	£17,896

Canada

(Statistics published by Bureau of Mines, Province of Quebec)

	August 1934 Tons (2000 lbs.)	August 1935 Tons (2000 lbs.)
Fibre	15,922	23,119
By-Products (sand, gravel, etc.)	613	329

Greece (Correction—of figures given in Sept. "ASBESTOS")

(Figures published by U. S. Dept. of Commerce)

	Year 1932	Year 1933
In Short Tons (2000 lbs.)	10	15

Exports of Asbestos From the U. S. S. R.

The U. S. S. R. Chamber of Commerce at Moscow, Russia, in its July-August 1935 number of Economic Survey, publishes some very interesting information concerning the export of Asbestos from the U. S. S. R.

While we cannot quote this article in its entirety, the following paragraphs have been selected as being of interest to our readers:

The reserves of asbestos in the Soviet Union were estimated on January 1, 1934, at 19,400,000 tons.

During the first nine months of 1934 exports increased by 31 per cent over the same period of 1933.

In 1934 Soviet asbestos was exported for the first time to the countries of South America.

For many years the U. S. S. R., while exporting asbestos, was forced also to import a certain quantity, chiefly in the form of finished articles. This import of asbestos goods has recently been reduced to extremely small proportions owing to the fact that Soviet factories have learned how to make these articles themselves.

The Soviet Union now intends, in proportion as the asbestos manufacturing industry advances, to organize the export of asbestos, semi-manufactures and even finished articles instead of merely raw asbestos as heretofore. This export, in fact, has already begun, and during the first nine months of 1934, 95 tons of asbestos goods (of which 92 tons were asbestos sheeting) were exported. The greater part (79 tons) of these goods were exported to Holland and the remainder to Sweden, Great Britain and other countries. The rapid expansion of the asbestos manufacturing industry is due to the tremendous increase in the home demand.

WANTED

Articles on various asbestos subjects. Regular rates paid. Research men and others with a flair for writing are urged to write us for further information. Correspondence kept strictly confidential. Address, "The Editor," "ASBESTOS," 16th Fl., Inquirer Building, Philadelphia.

IMPORTS AND EXPORTS

Imports into U. S. A.
(Figures published by U. S. Dept. of Commerce)

Unmanufactured Asbestos

	July 1934 Tons (2240 lbs.)	July 1935 Tons (2240 lbs.)
Africa (Br. S.)	368	418
Canada	8,438	11,038
Cyprus, Malta and Gozo	89	....
Italy	1	50
Soviet Russia	341	744
United Kingdom	.....	213
	9,237	12,463
Tabulation of Crudes and Fibres:		
Crude (Africa—Br. S.)	368	418
Crude (Canada)	54	120
Crude (Italy)	1	.
Crude (Soviet Russia)	341	9
Crude (United Kingdom	.....	45
Mill Fibre (Canada)	3,137	4,038
Mill Fibre (Soviet Russia)	.....	735
Lower Grades (Canada)	5,247	6,880
Lower Grades (Cyprus, etc.)	89	....
Lower Grades (Italy)	....	50
Lower Grades (United Kingdom)	....	168
	9,237	12,463
Value of Unmanufactured Asbestos	*$322,728*	*$474,999*

Manufactured Asbestos Goods:

	July 1934 Value	July 1935 Value
Austria	$ 520	$ 134
Belgium	2,026	1,660
Germany	1,530	447
Japan	36	.....
United Kingdom	3,173	2,757
	$7,285	$4,998

Exports from U. S. A.

Exports of Unmanufactured Asbestos during July 1935 amounted to 64 tons, valued at $5,295; compared with July 1934 when 78 tons, valued at $4,054 were exported.

ASBESTOS

Exports of Manufactured Asbestos Goods:

	July 1934		July 1935	
	Pounds	Value	Pounds	Value
Paper, Mlbd. and Rlbd.	98,860	$6,563	192,953	$19,453
Pipe Covering and Cement	346,050	20,597	202,508	11,227
Textiles, Yarn and Pkg.	107,634	53,271	95,088	46,845
Brake and Clutch Lining—				
Molded and Semi-molded	.....	47,615	.....	60,823
Not Molded	140,651[1]	20,388	133,585[1]	21,745
Asbestos Roofing	2,855[2]	10,909	3,909[2]	9,337
Magnesia and Mfrs. of	200,389	12,898	189,781	15,205
Other Asbestos Mfrs.	230,451	14,785	175,108	25,260

[1]Lin. Ft. [2]Sqs.

Exports of Raw Asbestos From Canada

(Figures by Dominion Bureau of Statistics)

	August 1934		August 1935	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
United Kingdom	301	$16,626	395	$21,851
United States	3,313	129,805	5,886	282,626
Australia	46	2,230	116	5,798
Belgium	....	.....	50	3,500
France	109	13,194	392	20,405
Germany	240	22,645	370	34,475
Italy	5	2,025	44	3,960
Japan	1,357	51,275	485	23,515
Netherlands	....	20	132	4,565
Poland	20	700	.....	.....
Spain	22	1,279	139	7,300
	5,413	$239,799	8,009	$407,995
Sand and Waste—				
United Kingdom	90	1,980	440	9,395
United States	8,297	118,222	9,797	159,319
Belgium	30	660	60	1,065
Brazil	5	45	....	.....
Germany	66	1,240	61	1,136
Japan	....	.....	15	203
Poland	30	660	....	.....
	8,518	$122,807	10,373	$171,118
	13,931	*$362,606*	*18,382*	*$579,113*

ASBESTOS

Imports and Exports by England

Imports of Raw Material.

	August 1934 Tons (2000 lbs.)	August 1934 Value	August 1935 Tons (2000 lbs.)	August 1935 Value
Africa (S. Rhodesia)	851	£19,751	1,247	£28,605
Africa (Union of South)	642	11,801	912	15,828
Austria	..	..	10	70
Canada	572	5,060	445	4,525
Cyprus	95	1,489	..	..
Czechoslovakia	..	..	2	19
Finland	6	37	13	82
Italy	1	68	4	226
Netherlands	2	67	..	..
Soviet Union (Russia)	22	795	..	..
U. S. of America	4	41	..	77
	2,195	£39,109	2,633	£49,432

Exports of Asbestos Manufactures:

	August 1934 Cwts.	August 1934 Value	August 1935 Cwts.	August 1935 Value
To Irish Free State	3,195	£2,921	3,153	£2,705
To British India	4,014	6,588	5,282	9,001
To Australia	653	3,061	845	5,322
To Other British Countries	9,310	18,655	13,328	20,806
To Netherlands	735	3,261	1,266	4,341
To Belgium	1,088	3,135	561	3,389
To France	712	2,532	665	2,593
To Italy	412	3,275	411	5,170
To Other Foreign Countries	6,247	24,017	16,874	34,529
	26,366	£67,445	42,385	£87,856

ASBESTOS STOCK QUOTATIONS

	September 1935 Par.	Div.	Low	High	Last
Asbestos Corpn. (Com.) New V. T.	np	–	13	15¼	14
Carey (Com.)	100	–	No Sales		
Carey (Pfd.)	100	6	No Sales		
Certainteed (Com.)	np	–	5⅝	7	6½
Certainteed (Pfd.)	100	7	54	65¼	61½
Garlock Packing (Com.)		–	No Sales		
Johns-Manville (Com.)	np	–	64¾	77½	75
Johns-Manville (Pfd.)	100	7	119	126	124
Raybestos-Manhattan (Com.)	np	1.00	20	22¾	22⅜
Ruberoid (Com.)	np	1	65	70½	70½
Thermoid (Com.)	np	–	4¾	5⅜	5
Thermoid (Pfd.)	100	7	No Sales		

NEWS OF THE INDUSTRY

Birthdays. Our birthday list this month contains the following names:

A. K. Burgstresser, President, Norristown Magnesia & Asbestos Company, Norristown, Pa., October 26th.

A. L. Wade, President, Asbestos Insulations, Reg'd., Montreal, P. Q., Canada, October 28th.

Geo. L. Abbott, President and General Manager, Garlock Packing Co., Palmyra, N. Y., October 31st.

G. M. Righter, Export Manager and Eastern Sales Manager, United States Asbestos Division, New York City, Nov. 10th.

R. B. Crabbs, Vice President, Philip Carey Co., Lockland, Cincinnati, O., November 11th.

H. Parkinson, Head of Asbestos Division, George MacLellan & Co., Ltd., Maryhill, Glasgow, Scotland, November 13th.

Richard V. Mattison, M. D., Chairman of the Board, Keasbey & Mattison Co., Ambler, Pa., November 17th.

To all these gentlemen we extend best wishes and congratulations.

Plant Rubber & Asbestos Works. At a recent meeting of the Board of Directors of the Plant Rubber & Asbestos Works, of San Francisco, Reuben H. Chase, General Manager, was elected to full membership on the Board.

The Mashaba Rhodesian Asbestos Company, Limited, 10/12 Broad Street Avenue, London, E. C. 2, England, has published to its shareholders, report of its chairman, Colonel R. Bruce Hay, D. S. O. Copy of this report will be lent by "ASBESTOS" to anyone interested, or can no doubt be obtained by writing direct to the Company.

The Raybestos Division of Raybestos Manhattan, Inc., announces the appointment of S. E. Shepard, as Manager of its Jobber Sales Promotion Department.

Mr. Shepard has been connected with the brake lining industry for the past fifteen years associated with the Multibestos Company, and has a host of friends in the automotive replacement field.

S. E. Shepard

The Brake Lining Manufacturers' Association, at its annual meeting on Sept. 16th in New York City, elected the following officers: President, G. M. Williams, President of Russell Manufacturing Company, Mid-

dletown, Conn.; 1st Vice President, W. G. Kitchen, President Allbestos Corporation, Germantown, Philadelphia, Pa.; 2nd Vice President, H. A. Gillies, Vice President of American Brakeblok Corporation, Detroit, Mich.; Treasurer, L. A. Hanson, Treasurer of World-Bestos Corporation, Paterson, N. J.; General Manager and Secretary, W. J. Littlefield, formerly Treasurer of Thorndike Co., of West Warren, Mass., and Assistant to the General Manager of Palmer Brothers Co., New London, Conn.

The Executive Committee of the Brake Lining Manufacturers' Association consists of the above mentioned officers and the following: T. L. Gatke, President of the Gatke Corporation, Chicago, Ill.; M. F. Judd, General Manager of Raybestos Division of Raybestos-Manhattan, Inc., Bridgeport, Conn.; F. E. Schluter, President of Thermoid Rubber Company, Trenton, N. J.; W. C. Dodge, Jr. of Keasbey & Mattison Company, Ambler, Penna.

H. W. Porter & Co., of Newark, N. J., announce that a number of distributors have been appointed in various large cities thruout the United States, for their Therm-O-Tile Underground Steam Conduit Systems.

Thermoid Company and wholly owned subsidiaries report for August an increase in sales of 44 per cent over July 1935, and an increase of 54 per cent over August 1934. Southern Asbestos Company, 98 per cent owned by Thermoid, showed an increase in sales of 29 per cent over July and of 24 per cent over August 1934.

For the eight months Thermoid's sales increased 25 per cent over the same period of 1934, while those of Southern Asbestos Company showed a gain of 23 per cent.

PATENTS

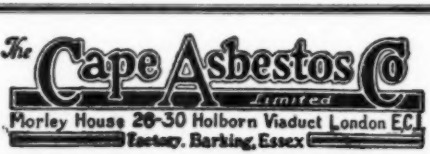
Wick for Oil Burners. No. 2,013,442. Granted on September 3rd to Samuel Hughes, North Charleston, S. C., assignor to Raybestos-Manhattan, Inc., Bridgeport, Conn. Application June 22, 1933. Serial No. 677,009.

Described as a wick for an oil burner which comprises a relatively flat, thin base of incombustible material having permanently united to a face thereof a plurality of strands of fibrous material comprising asbestos disposed longitudinally upon said base and in parallel relationship a portion of said face adjacent an edge thereof being devoid of said asbestos strands.

Cresylic Acid Condensation Product. No. 2,013,523. Granted on September 3rd to Izador J. Novak, Bridgeport, Conn. Assignor to Raybestos-Manhattan. Application August 13, 1932. Serial No. 628,773. Description upon request.

Brake Lining. No. 2,014,438. Granted on September 17th to Albert E. Leach, Royal Oak, Mich. Assignor to General Motors Corporation, Detroit. Application June 17, 1931. Serial No. 544,938.

Described as a lining for brakes or the like having uncom-



BLUE ASBESTOS

The World's largest producers of Blue Crocidolite invite your inquiries on their "Cape" quality. Unexcelled for:-

TEXTILES & PACKINGS

Yarns, Cloths and Packings made from Blue Asbestos are Acid-Resisting, of great strength and stand high temperatures.

ASBESTOS-CEMENT

Blue Asbestos, with its natural affinity for cement, is the ideal material in all wet processes of Asbestos Cement Manufacture. It speeds production through quicker drying and its natural "roughness".

ELECTRIC WELDING

In the form of Yarn, fibre or powder Blue Asbestos is the ideal flux for electric arc Welding.

We are suppliers of blue yarns, cloths, millboard, rope and processed fibres.

AMOSITE

Amosite Fibre owing to its great length, bulkiness and cheapness is unexcelled alone or in combination with other fibres for:-

85% MAGNESIA INSULATION

AGENTS:

United States and Possessions
ARNOLD W. KOEHLER, Jr.
369 Lexington Ave., NEW YORK CITY
Telephone: Caledonia 5-4044

bined sulphur localized on its frictional surface to minimize scoring.

Structural Unit with Veined Surface. No. 2,015,084. Granted on September 24th to Walter McQuade, Port Washington, N. Y., assignor to Johns-Manville Corporation, New York City. Application May 7, 1932. Serial No. 609,851.

A rigid structural unit comprising a matrix and colored particles embedded therein, the said particles being more concentrated in certain elongated areas than in other parts of the unit and the said areas being of lesser width than the intervening areas and being adapted to facilitate drainage.

Building Structure. No. 2,015,114. Granted on September 24th to George D. Kellogg, Pelham Manor, N. Y., assignor to Johns-Manville Corporation. Application December 26, 1931. Serial No. 583,166.

A structure suitable for use as an outer member of a building comprising large, rigid, imperforate metal sheets, each with a plurality of spaced apart, approximately parallel, inwardly extending reinforcing ribs provided on their sides with fastening means, adapted to be projected beyond the said sides in the direction of the panels and to engage the edges of panels and panels of thermal insulating material maintained in position between the said ribs and engaged by said fastening means.

Structural Assembly. No. 2,015,129. Granted on September 24th to Paul A. Voigt, Ozone Park, and Aaron E. Shultis, Yonkers, N. Y., assignors to Johns-Manville Corporation, New York. Application September 9th, 1932. Serial No. 632,292.

A structural assembly comprising in combination corrugated overlapping covering sheets, a support therefor including a flange and web member spring clip fastening means having a leg of the clip engaging the side of the said flange opposite the covering sheets and another longer leg of the clip engaging the flange adjacent to the covering sheets and engaging also the edge of the web member of the support opposite the flange thereon and means of securing the covering sheets to the clip, the said longer leg of the clip including a portion in spring engagement with the under surface of a covering sheet and a stiffening springy portion extending to the said flange from the portion of the clip in engagement with the said sheet.

Method of making Corrugated Asbestos Sheeting. No. 2,015,416. Granted on September 24th to Edward A. Toohey, Somerville, N. J., and John C. Kershaw, Dunellen, N. J., assignors to Johns-Manville, New York. Application October 10, 1931. Serial No. 568,036.

The providing of irregularities of surface of a thick sheet of composition and integrally united felts by a method which includes the step of pressing to shape a sheet of the type described that has a smaller proportion of moisture on the surface than

in the interior of the sheet.

Thermal Insulation. No. 2,016,039. Granted on October 1st to Elmer S. Hurrell, Redwood City, Calif., assignor to Johns-Manville Corporation, New York City. Application April 7, 1932. Serial No. 603,745.

A tubular thermal insulating article of minimized penetrability by water, said insulating article comprising a tube of 85% Magnesia or the like, divided into two semi-tubes with edges thereof abutting in two longitudinal zones of contact, a thin sheet of felted organic fibres adhesively secured to substantially the entire outer surface of the tube of 85% Magnesia, a waterproof sheet adhesively secured to substantially the entire outer surface of the sheet of felted organic fibres, the said sheets covering one of the zones of contact of the edges of the two semi-tubes and a portion of the waterproof sheet adapted to extend as a flap and to be adhesively secured over the other zone of contact.

AUTOMOBILE PRODUCTION

Production of motor vehicles in the United States and Canada during August 1935 was 247,743; (240,051 in the United States and 7,692 in Canada) compared with a total in July 1935 of 350,113.

During August 1934 the total was 244,715 (234,811 in the United States and 9,904 in Canada); July 1934—176,047.

Production of motor vehicles for the first 8 months of 1935 was 2,971,328 (2,839,240 in the United States and 132,088 in Canada.) For the first eight months of 1934, total—2,317,109.

PRODUCTION AND EXPORTS OF SOVIET UNION

(Figures published in Foreign Trade Notes of Sept. 27, 1935, published by the Minerals and Metals Division of the United States Bureau of Foreign and Domestic Commerce).

	Production Tons (2000 lbs.)	Exports Tons (2000 lbs.)
1934	.....	37,164
1933	81,571	23,653
1932	66,315	18,244
1931	72,252	.....
1930	59,946	.....
1929	43,185	.....

Of the 1934 exports, Germany is said to have taken 16,249 tons, Belgium, Italy, the United States and Japan about 3,307 each, and South America 295 tons, all these figures being given in short tons.

Note: These figures are at variance with others which have been published from time to time in our pages, received from other sources, but we publish them for what they are worth.

THIS AND THAT

The Terminal Warehouse Company of New York, 27th Street and 11th Avenue, New York City, has recently published an interesting and informative 32 page pamphlet on "Field Warehousing." It is very probable that some of our readers would be interested in reading this pamphlet. If so, it is available upon request to the Company or "ASBESTOS" can obtain it for you.

"Strange As It Seems," a feature syndicated in various newspapers by John Hix, recently mentioned asbestos. The item says: "Strange as it seems, asbestos seems to be one building material that improves with use. If it is used as flooring it actually becomes tougher and more wear resistant the older it gets. Asbestos is a rock in fibre form, and when used as flooring its fibres become packed together better as time and wear go on. It is virtually impossible to wear it out."

"Blondin," English daredevil, who does a tight rope stunt outlined in fire wears an asbestos suit to give his living fireworks display.

The United States Bureau of Mines has just published its Minerals Yearbook for 1935. This Yearbook contains a chapter on Asbestos, which, however, has been issued in advance in pamphlet form.

The Yearbook is priced at $2.00 per copy — address Superintendent of Documents, Government Printing Office, Washington, D. C.

The book contains 75 chapters, 129 illustrations, and consists of about 1200 pages.

Let no one beguile you with dreams of idleness. Life without toil, if possible, would be an intolerable existence. Work is the supreme engagement, the sublime luxury of life.—*Harding.*

STANDARD

HAIR FELT

INSULATION

as EHRET makes it—has a wide range of usefulness

EHRET'S Standard Hair Felt Insulation is ideally suited for temperatures ranging from 60° below zero to 100° F. Its wide range of uses include insulation of cold water pipes, and for protection of pipes against freezing—insulating refrigerators and refrigerator cars, tanks, steel passenger and tank cars, etc.

The Standard grade of Hair Felt is made of 100% pure brown cattle hair, by the platen process, and is unusually efficient, particularly at sub-zero temperatures, due to the close felting of cattle hairs. It offers excellent protection against moisture-laden air which might disintegrate other insulating materials by condensation.

#1000 is made by punching process, of 100% pure cattle hair—and #6040 is a mixture of cattle hair and jute. A SOUND CORRECTION HAIR FELT is also made of goat hair and asbestos fibre for acoustical work.

Ehret distributors offer a complete service to industry with a full line of Insulations, Packings, Refractories and Cements. Several lucrative territories are available at present. Write for further details.

EHRET

MAGNESIA MANUFACTURING CO

Executive Offices and Factories at

VALLEY FORGE, PENNA.

Insulations *Packings*
Refractories *Asbestos Textiles*

LUCK

He worked by day and toiled by night;
He gave up play and all delight.
Dry books he read new things to learn,
And forged ahead success to earn.
He plodded on with faith and pluck,
And when he won—men called it LUCK.

Rays of Sunshine.